

FSC-13-A		1/24/97		PARTIAL DISTRIBUTION			
SUBJECT: DORAL Box 100's Introduction Fact Book - Pittsburgh and Buffalo Regions							
DISTRIBUTION:				11	21	51	62
<u>X</u> AVP	<u>X</u> KAM	___ DM		12	22	54	63
<u>X</u> RSM	<u>X</u> AM	___ RM		13	23	56	66
<u>X</u> RBM	<u>X</u> AE	___ REP		16	x 26	58	67
<u>X</u> ROM		___		17	x 29		69
		___		18	___		___

Attached is the selling and promotional support information for the DORAL Full Flavor Box 100's and DORAL Lights Box 100's introduction in the Pittsburgh and Buffalo Regions scheduled for DTS of March 3, 1997.

It is important that you distribute and review this information with the appropriate Managers/Reps in your region.

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R. J. REYNOLDS TOBACCO COMPANY